



Date: February 3, 2021

To
BSE Limited,
Corporate Relations Department,
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai - 400001

National Stock Exchange India Limited,
"Exchange Plaza",
Bandra Kurla Complex, Bandra (East).
Mumbai - 400051.

Security Code No. 530803

Scrip Name - BHAGERIA

Sub: Investor Presentation on the Un-audited Financial Results of the Company for the quarter ended December 31, 2020.

Ref: Regulation 30, Schedule III Part A of the SEBI (LODR) Regulations, 2015.

Dear Sir/Madam,

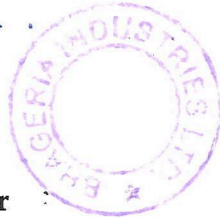
With reference to Part A of Schedule III of Regulation 30 of SEBI (LODR) Regulations, 2015, Kindly find enclosed a copy of Investor Presentation on the Un-audited Financial Results of the Company for the quarter ended December 31, 2020.

Kindly take the same in your record and acknowledge.

Thanking you,

Yours faithfully,
For Bhageria Industries Limited


Krunal Wala
Company Secretary
& Compliance Officer



Encl.: As above

Certified Company: ISO 9001 : 2015 | ISO 14001 : 2015 | OHSAS 45001 : 2018



Bhageria Industries Limited

Bhageria Industries Ltd

Investor Presentation

Q3 & 9MFY21





Q3 & 9MFY21 Performance Highlights



Consolidated Profit & Loss Statement – Q3 & 9MFY21

Rs Cr	Q3FY21	Q3FY20	% Change	9MFY21	9MFY20	% Change
Net Sales	113.6	104.8	8.4%	271.5	314.6	-13.7%
-Chemical	105.3	97.7		249.1	283.1	
-Solar	7.5	7.1		21.6	21.7	
- Others	0.8	-		0.8	9.9	
Cost of Goods Sold	56.3	64.2	-12.2%	146.3	191.3	-23.5%
Employee Benefit Expense	4.9	3.8		11.7	10.5	
Other Expenses	17.5	13.5		40.9	38.8	
Total Expenses	78.7	81.4		198.9	240.6	
EBITDA	34.9	23.4	49.1%	72.6	74.1	-2.1%
EBITDA margin	30.7%	22.3%	838 bps	26.7%	23.5%	318 bps
Other Income	0.9	1.5		2.7	4.5	
Depreciation	6.4	5.6		18.8	16.6	
Interest	0.2	0.4		0.8	1.1	
PBT	29.2	18.8	54.7%	55.6	60.9	-8.7%
Tax Expenses (Credits)	6.7	1.1		11.2	9.0	
PAT	22.5	17.7	26.8%	44.3	51.9	-14.6%
PAT Margin	19.8%	16.9%	288 bps	16.3%	16.5%	-17 bps



Consolidated Balance Sheet – 30th Sep'20

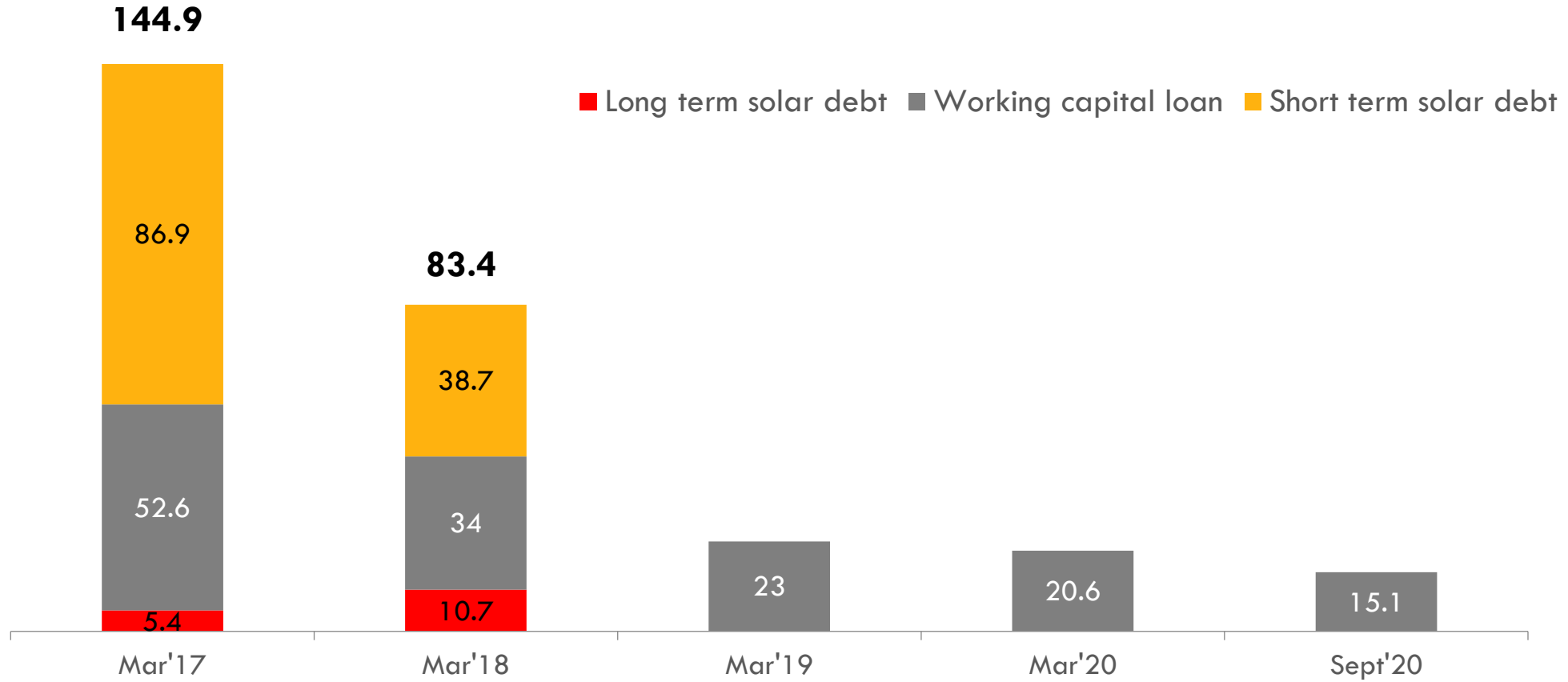
Rs Cr	Sep'20	Mar'20
Share Capital	21.8	21.8
Reserves	389.1	380.4
Shareholders' Funds	410.9	402.2
Deferred Tax Liabilities	40.6	43.1
Long Term Provisions	2.4	1.7
Total Non-Current Liabilities	43.0	44.8
Trade Payables	31.9	51.5
Other Current Liabilities	8.6	7.0
Short Term Provisions	0.1	0.1
Short Term Borrowings	15.1	20.7
Total Current Liabilities	55.7	79.4
Total Liabilities	509.6	526.3

Rs Cr	Sep'20	Mar'20
Fixed Assets incl. CWIP	343.6	349.4
Non-Current Investments	0.4	0.4
Long Term Loans & Advances	8.5	5.7
Total Non-Current Assets	352.5	355.6
Inventories	29.0	38.0
Trade Receivables	74.3	78.1
Cash and Bank	42.7	41.2
Other Current Assets	11.1	13.4
Total Current Assets	157.1	170.7
Total Assets	509.6	526.3



Long term debt free

Financials in Rs Cr



Completed Phase-1 of planned brownfield capex of Rs 120 cr

Phase 1: Backward integration

- » 300 TPD of Sulphuric Acid & Derivatives to be manufactured at the Tarapur plant
- » Production started in the month of Feb 2020
- » Completed capex of Rs 46 crores
- » To be used for internal consumption (leading to margin expansion) and surplus to be sold in the market

Phase 2: Expansion of the basket of Dye Intermediates

- » 4,500 MTPA capacity of J-Acid & Tobias to be manufactured at the Tarapur plant
- » Trial-runs and production to start by Mid of Mar 2021
- » Estimated total Capex of Rs 25 crores (fully incurred)
- » Only company in India to produce these 2 chemicals at present

Phase 3: Enhancing power capacities

- » Increased power capacities from 3,100 KW to 8,000 KW at existing manufacturing plants to cater to the increased manufacturing capabilities
- » Enhancing drying capacity of certain products
- » Total Capex of Rs 15 crores (fully incurred)

Phase 4: Manufacturing of Pigments Intermediates

- » 4,500 MTPA capacity
- » 3.4 acres of land purchased for the expansion at GIDC, Vapi
- » Capacity to be on stream by end of FY23
- » Estimated capex of Rs 35 crs

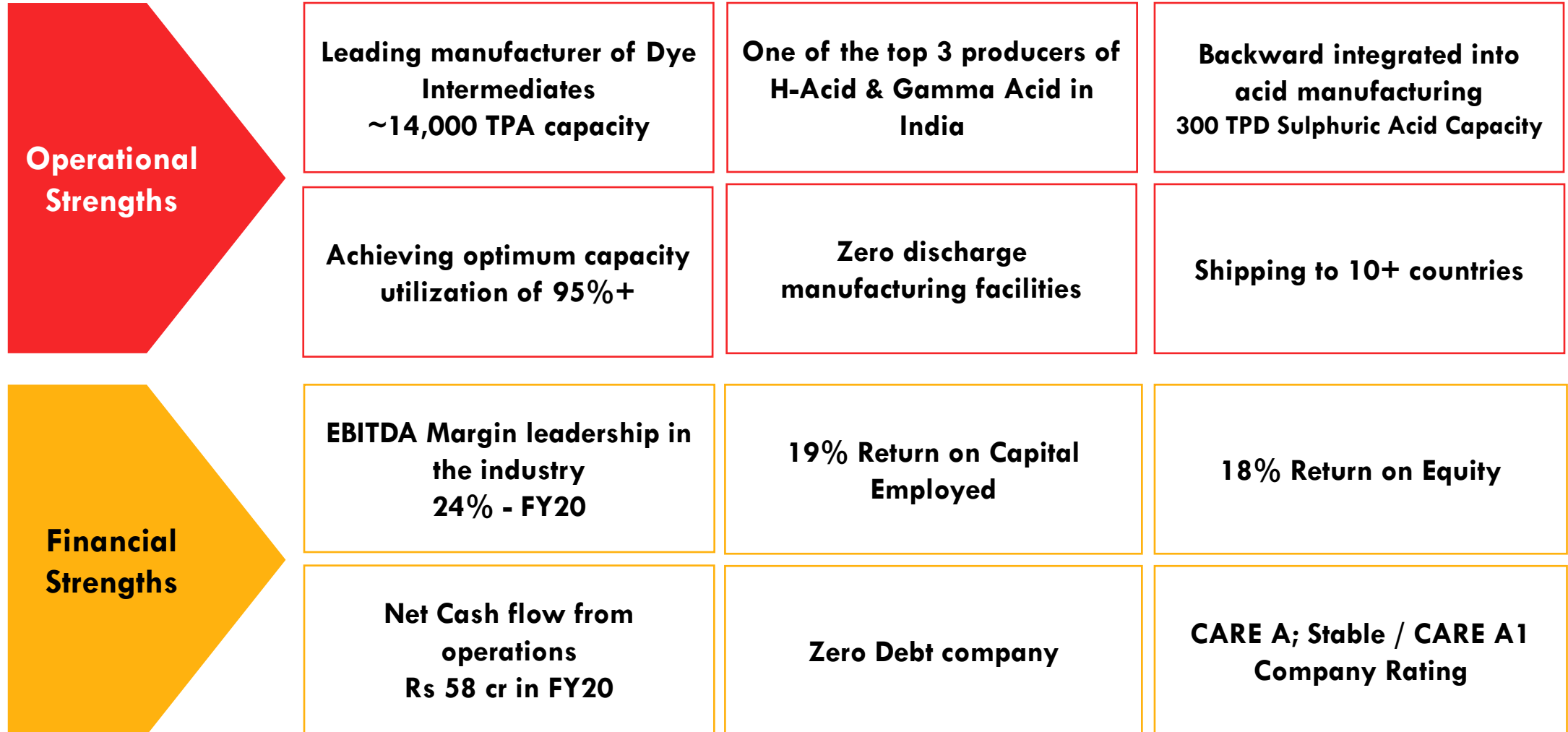




Company Overview

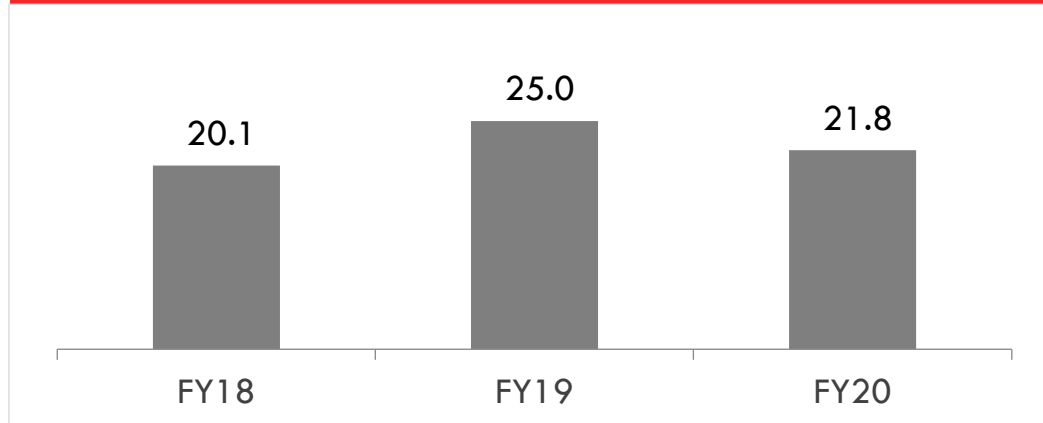


Factors that differentiate us



Highly profitable core chemical business

EBITDA Margins – Chemical biz



- » High capacity utilization – 95%+
- » Sourcing of raw materials - Bulk purchases which saves cost; proximity to sources of raw material
- » Strategically located close to major ports
- » Optimum and efficient use of by-products and effluent
- » 1MW captive solar power, saves fuel cost

ROCE of chemical Segment – 27.7%

Rs Cr	Company FY20	Chemical Biz. FY20
Net Sales	414	373
EBITDA	98	81
<i>EBITDA margin</i>	23.6%	21.8%
Depreciation	23	6
EBIT	81	76
Capital Employed	423	271
RoCE	19.2%	27.9%



Supplemented by a stable annuity solar business

30MW solar project in Maharashtra (commissioned in FY18 end)

- » 25 year PPA with Solar Energy Corporation of India (SECI)
- » Capacity - 30MW
- » Tariff – Rs 4.41 /unit
- » Total project capex – Rs 180 cr
- » FY20 revenue – Rs 26.50 crore

4MW rooftop solution (commissioned in FY15)

- » 25 year PPA with Asahi India Glass Ltd, TRIL Ltd, Lucas Ltd & Kajaria Ceramics Ltd
- » Capacity – 4 MW
- » Tariff – Avg Rs 6.50/unit
- » FY20 revenue – Rs 4.09 crore

30 MW solar project rationale and economics

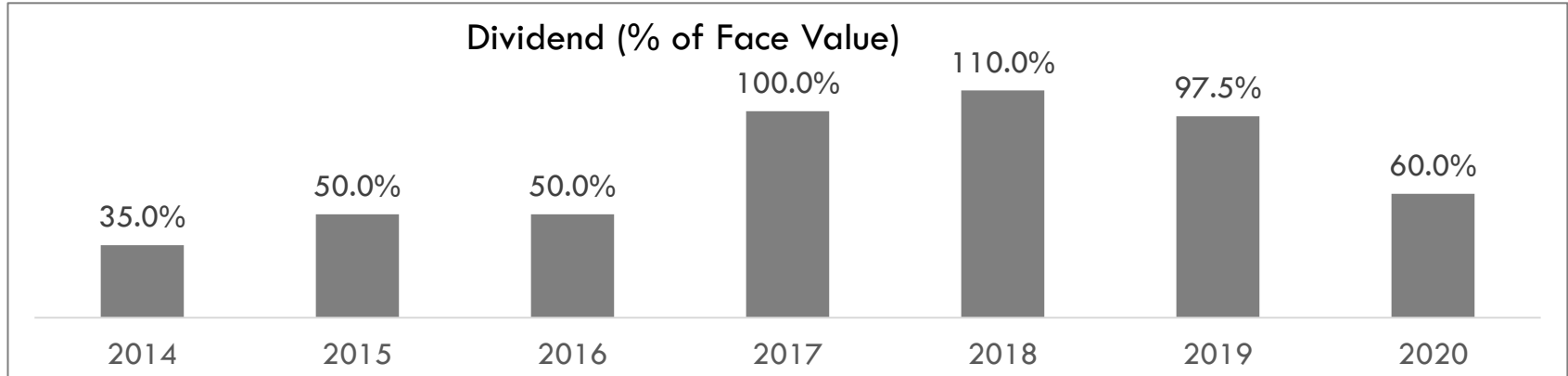
FY20	Unit	Value
AC Capacity	MW	30
DC capacity	MW	39
Energy generated	Kwh in crore	6.01
Energy charge	Rs/kwh	4.41
Revenue	Rs crore	26.5
Operating expenses	Rs crore	2.8
EBITDA	Rs crore	23.7
Depreciation	Rs crore	13.1
EBIT	Rs crore	10.6
Total Capex	Rs crore	180.0

- » Annuity income – ~Rs 25 crore EBITDA every year
- » PLF -19%
- » The investment was driven by lack of alternate investment opportunities in the core chemical business



Giving back to stakeholders

Shareholders:
Consistent Dividend Payout



Society:
CSR spend for FY 20 –
~2.8% of PAT

Health & Safety
Installed water purification plant at Nagpur

Education
Contribution for Expansion of School/College at Mulund East, Raosaheb Balaram Dnyandeo Thakur Vidyamandir

Medical Care
Donated cataract operation equipment to Param Shakti Peeth

Environment:
Zero waste discharge

Reduction in volume and continuous monitoring of treated waste water with installation of new spray dryer for efficient treatment

Measures installed to recover by-products that can be used in other processes

Fulfilling CREP guidelines and maintaining green zones in both facilities



Promoters with significant industry experience



Suresh Bhageria
Chairman

- Has experience of more than 30 years in the Dyes & Dyes Intermediates Industry of Drugs and Pharmaceuticals
- Holds a degree in Bachelor of Commerce



Vinod Bhageria
Managing Director

- Has experience of more than 30 years in the areas of Dyes & Dyes Intermediates Industry, Finance, Taxation, Audit & other allied matters.
- Holds a degree in Bachelor of Commerce



Vikas Bhageria
Joint Managing Director

- Experience of more than 10 years in the areas General Business Management & Project Execution
- Bachelor of Commerce and Master of Computer Applications



Represented by a robust board of directors



S P Tulsian

Independent Director

A renowned market analyst with over 3 decades of experience



Mukund Chitale

Independent Director

A renowned CA with over 40 years of experience



Ameya Jadhav

Independent Director

Experience of more than 10 years in teaching and social organizations



Surendra Gupta

Independent Director

Has expertise in Taxation with over 2 decades of experience



G.D. Yadav

Independent Director

A renowned chemical engineer, inventor and academic



Today

A prominent dye intermediate player;
backward integration completed in FY20

Strong operational margins with efficient
capacity utilization

Debt conservative with capex funding via
internal accruals

Revenue Rs 400+ cr
EBITDA Margin: 25%+

In 2 Years

Expansion of current dye intermediaries to
include new chemicals such as J-acid/Tobias –
~Rs 25 crores

Increasing power capacities at existing
manufacturing plants to cater to the increased
manufacturing capabilities - ~Rs 15 crores

Expanding intermediary basket to include
specialty pigment intermediaries -
~Rs 35 crores

Leading to
Revenue of Rs 650+ cr while maintaining strong
consistent margins

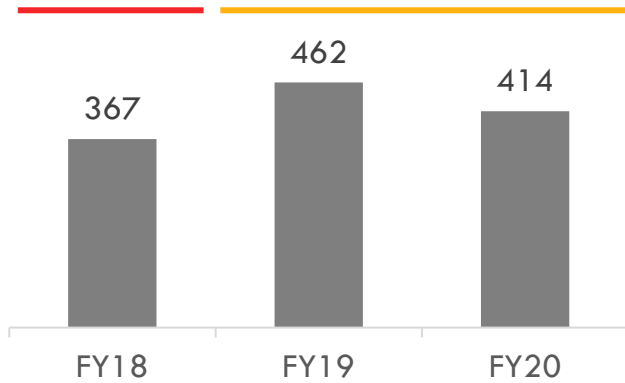


Historical Financials

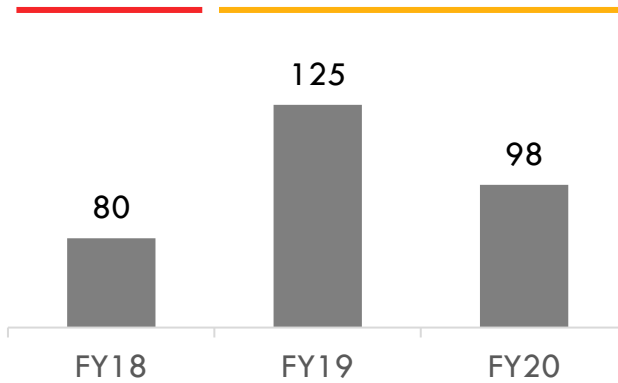


Growth with operational efficiency

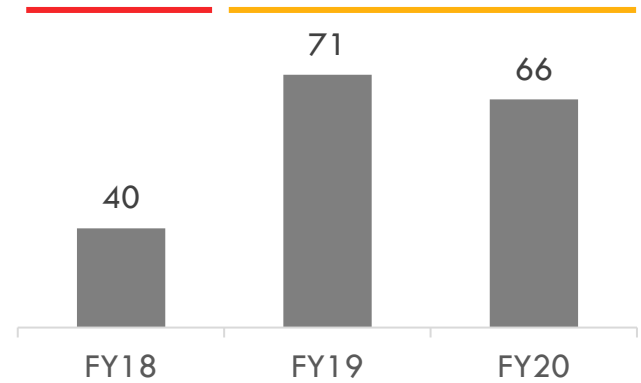
Revenue (Rs Cr)



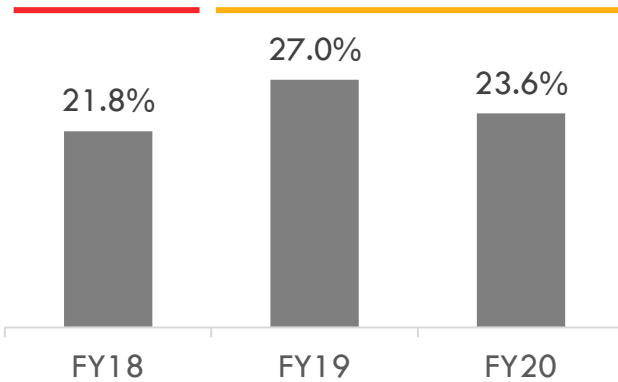
EBITDA (Rs Cr)



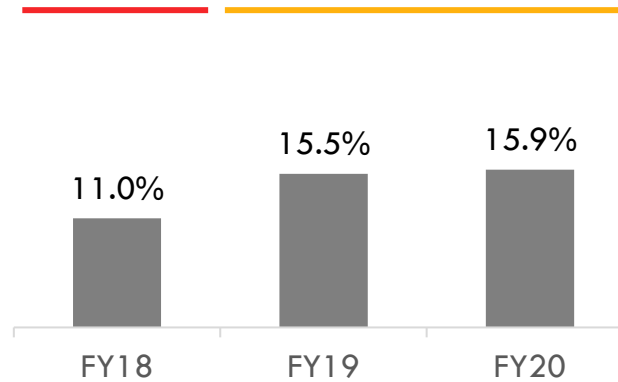
PAT (Rs Cr)



EBITDA Margin (%)

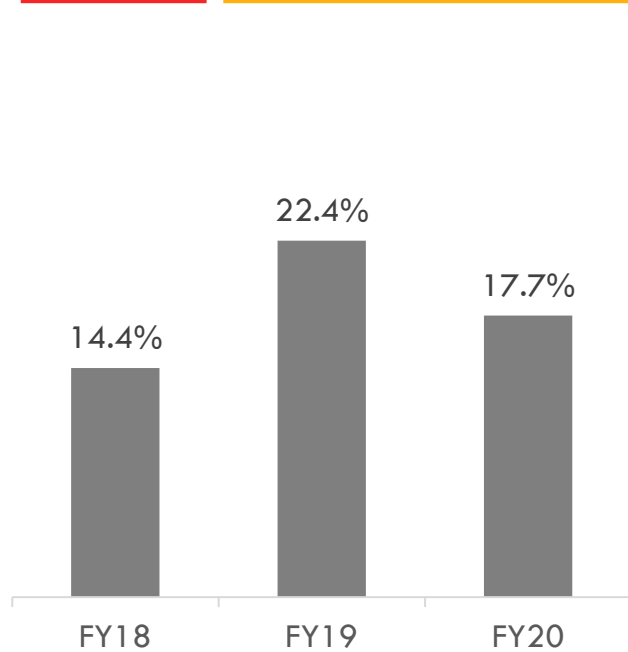


PAT Margin (%)

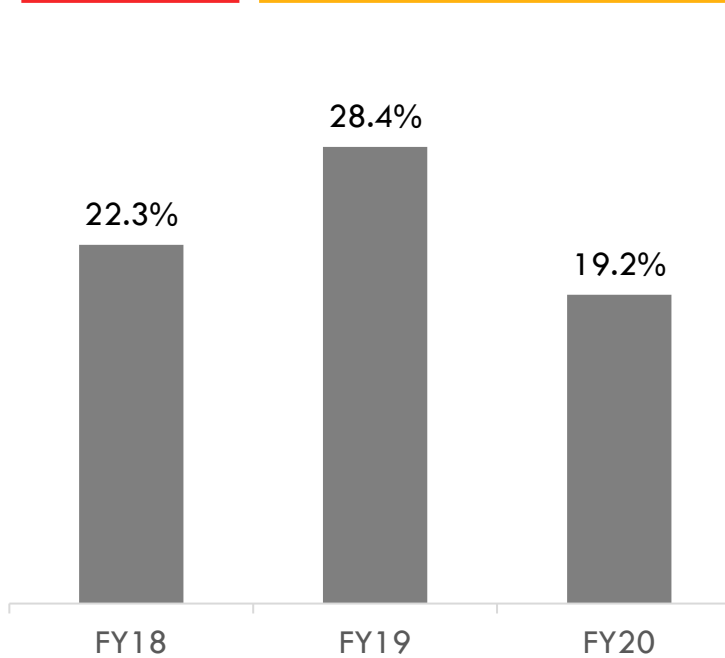


High returns and low debt

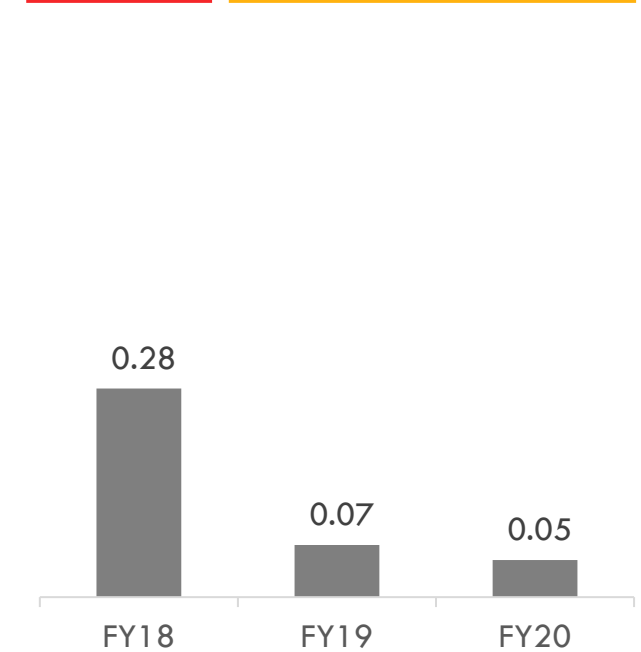
Return on Equity (%)



Return on Capital Employed (%)



Total Debt/Equity (x)



- $ROCE = \frac{EBIT}{\text{Capital Employed (Equity + Short \& Long Term Debt)}}$
- $ROE = \frac{\text{Net income}}{\text{Shareholders Equity}}$
- $\text{Total Debt/Equity} = \frac{\text{Short \& Long Term Debt}}{\text{Shareholders Equity}}$



Consolidated Profit & Loss Statement

Rs Cr	FY20	FY19	FY18
Net Sales	414	462	367
-Chemical	373	429	349*
-Solar	31	33	24*
- Other	10	-	-
Cost of Goods Sold	244	271	218
Employee Benefit Expense	16	13	13
Other Expenses	56	53	57
Total Expenses	316	338	287
EBITDA	98	125	80
EBITDA margin	23.6%	27.0%	21.8%
Other Income	6	5	12
Depreciation	23	22	23
Interest	2	4	6
PBT	79	104	62
Tax Expenses (Credits)	13	33	22
PAT	66	72	40
PAT Margin	15.9%	15.5%	11.0%

*incl. Excise duty



Safe Harbour

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CAPITAL